

Message Text

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ORIGIN NEA-09

INFO OCT-01 ISO-00 MC-02 DODE-00 EB-07 NSAE-00 TRSE-00

ERDA-05 CIAE-00 COME-00 ACDA-05 PM-03 H-02 INR-07

L-02 NSC-05 PA-01 PRS-01 SP-02 SS-15 NSCE-00 SSO-00

USIE-00 INRE-00 /067 R

DRAFTED BY NEA/PAB:RAPECK/NH

APPROVED BY NEA/PAB:PDCONSTABLE

PM/MC:WROBINSON (PHONE)

DOD/ISA/MC:JORSINI (PHONE)

PM/SAS:DNIEMI (PHONE)

----- 038615

O R 132147Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD IMMEDIATE

INFO AMEMBASSY NEW DELHI

SECDEF

C O N F I D E N T I A L STATE 056668

E.O. 11652: GDS

TAGS: MASS, MPOL, PK

SUBJECT: NORTHRUP VP VISIT TO PAKISTAN

REF: TEHRAN 2311

1. ACTING ON INFORMATION IN REFTTEL, DIRECTOR PM/MC CALLED LOCAL NORTHRUP REPRESENTATIVE MORNING OF MARCH 13 TO SAY THAT, WHILE WE COULD NOT PREVENT NORTHRUP OFFICIAL FROM CALLING ON PAKISTANI OFFICIALS, NORTHRUP SHOULD UNDERSTAND THAT TECHNICAL DATA ON AIRCRAFT COULD NOT BE DISCUSSED WITHOUT A PRIOR EXPORT PERMIT.

2. AFTERNOON OF MARCH 13, NORTHRUP AIRCRAFT DIVISION SALES
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REPRESENTATIVE W. C. BECKER CALLED ON CONSTABLE (NEA/PAB)

IN MEETING ARRANGED PREVIOUS WEEK. CONSTABLE EXPRESSED SURPRISE TO LEARN FROM OTHER SOURCES THAT NORTHRUP VICE PRESIDENT GATES WAS ALREADY IN PAKISTAN. HE REMINDED BECKER OF CRITERIA ESTABLISHED FOR CASE-BY-CASE REVIEW OF ARMS EXPORTS UNDER NEW POLICY. WHILE WE WERE NOT MAKING DECISIONS AHEAD OF TIME, AIRCRAFT IN THE SOUTH ASIAN CONTEXT ARE PARTICULARLY SENSITIVE. HE ALSO NOTED THAT IN PRESS CONFERENCE HERE PM BHUTTO SPECIFICALLY RULED OUT

SEEKING "INTERCEPTOR FIGHTERS" FROM U.S. FOR THE FORESEEABLE FUTURE.

3. CONSTABLE POINTED OUT THAT IF NORTHRUP VISIT GOT INTO PRESS IT WOULD STIR UP THE INDIANS AND POSSIBLY STIMULATE FURTHER CONGRESSIONAL EFFORTS TO RESTRICT ARMS SALES, POSSIBLY EVEN BEYOND PAKISTAN. THE REACTION IN CONGRESS TO OUR DECISION HAS BEEN GENERALLY FAVORABLE, BUT THIS IN PART WAS BASED ON CONGRESSIONAL PERCEPTION THAT WE WOULD EXERCISE RESTRAINT IN IMPLEMENTING NEW POLICY. IF THIS RESTRAINT NOW APPEARED TO BE BREAKING DOWN, WE COULD ANTICIPATE NEW DIFFICULTIES.

4. BECKER SAID HE SHARED OUR SURPRISE BECAUSE HIS CONSULTATIONS IN WASHINGTON WERE MEANT TO LEAD UP TO A POSSIBLE EXPLORATORY VISIT TO PAKISTAN NEXT WEEK. APPARENTLY GATES HAD BEEN IN EUROPE ON OTHER BUSINESS AND WAS PERSONALLY INSTRUCTED BY NORTHRUP PRESIDENT TO FLY DIRECTLY TO PAKISTAN. BECKER STRESSED THAT PRESENTATION WOULD BE "LOW-KEY" AND NOT INVOLVE TECHNICAL DATA. NORTHRUP WAS ONLY RESPONDING TO PAKISTANI REQUESTS FOR INFORMATION. WHILE THEY UNDERSTOOD STATE POSITION, THEY CONCERNED WITH COMPETITION AND HAD HEARD THAT LTV PRESSING SALE OF A-7. CONSTABLE NOTED THAT LTV SALES EFFORTS WERE BEING HANDLED SIMILARLY, AND THAT WE HAVE NOT PERMITTED RELEASE OF TECHNICAL DATA ON A-7 OR VISITS TO A-7 FACILITIES. INGERSOLL

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